

HENRY MARCANTONIO

MARCANTONIOH@AOL.COM – 14 PALISADE RD, ELIZABETH, NJ 07208
908-353-0799 (H) – 908-370-3919 (M)

High-profile **Purchasing – Procurement – Supply Chain Executive** with extensive experience working for large, diverse organizations. Proven abilities establishing credibility and trust across the enterprise and the supply base, forming strong alliances to achieve mutual business goals. Analytical, data driven, win-win approach to spend management, negotiating optimal prices, terms and discounts. Credible, influential verbal and written presentation skills, communicating business vision and strategies in a way that builds consensus and drives achievement of key corporate initiatives.

- Promoted into Vice President level role following acquisition of Nielsen Media Research. Centralized and standardized purchasing operations across several acquired companies, immediately gaining \$6 million in efficiencies. Oversaw North American and European indirect procurement with annual spend of \$800 million
- Partnered with IBM Consulting and Accenture to evaluate business processes and enterprise supply chain technologies. Selected Perfect Commerce as the software solution of choice with projected savings of \$12 million through leveraged spend.
- Developed and implemented new global travel policy, online US travel agency and hotel agreements to reduce expenses by 10 percent
- Delivered cumulative savings of \$12.5 million over a two-year period through effective sourcing programs.

EXPERIENCE

American International Group, Inc. (AIG) 2008-Present
Publicly held, \$110 billion, Global Insurance and Financial Services Company, New York, NY
Supply Chain Consultant, Global Sourcing Services

- Provide Consulting Services related to Sourcing, Analysis and Contract Management for the Professional Services Commodity Group

The Nielsen Company (formerly VNU, Inc.) 1999-2007
Privately held, \$4 billion, Global Information and Media Company, New York, NY (VNU, a Dutch company, acquired Nielsen Media Research in 1999)
Vice President, Corporate Purchasing, VNU 2000–2007

- Drive strategic sourcing and supplier relationships with providers of IT, legal and consulting services, employee benefit programs, capital equipment, office supplies, paper, production and promotional printing, market research, fleet, logistics, labor and travel.
- Charged with achieving incremental cost improvement target of \$50 million by 2008.
- Manage a global team of seven, including Purchasing Directors, Purchasing Managers, a Buyer, and Travel Support Consultants. Additionally direct commodity teams in Europe for travel, print and fleet to deliver savings of €5 million over a 2-year period.
- Implemented transformation of procurement to a global, highly centralized organization that leverages purchasing scale, aggressively manages compliance to policy and tracks key and actionable metrics.
- Outstanding track record of building strategic relationships with global suppliers of business products and services, including Corporate Express, Staples, Xerox, IBM, H-P, Kelly, McKinsey and American Express.
- Led Sarbanes-Oxley compliance program for the purchasing operation in preparation for public offering.
- A democratic leader by example, who recruits, develops, mentors, and motivates peak producing procurement teams. Energized by the challenge of driving breakthroughs in performance.

Director of Purchasing, Nielsen Media Research, 1999–2000

- Upon spin-off of Nielsen, formerly a D&B company, charged with leading change management, effectively transitioning the purchasing from a tactical, transactional focus to a strategic sourcing operation.
- Led procurement of technology hardware, software, and consulting services with annual spend of \$50 million.
- Reorganized and trained a purchasing team of eight. Built key relationships between purchasing and various information technology departments, ensuring achievement of key corporate initiatives.
- Devised and implemented new business processes and roles resulting in an additional savings in excess of \$1.5 million in less than one year.
- Transitioned and managed program with new parent organization.

DUN & BRADSTREET

1988-1999

Publicly held, \$5 billion, Global Information Services Company, New York, NY

Purchasing Director, 1996–1999

- Promoted to establish and lead a corporate technology task force charged with leveraging corporate I.T. spend, yielding \$500,000 in incremental savings.
- Managed indirect purchasing spend at Moody's Investors Service, a Dun & Bradstreet subsidiary.
- Leveraged agreement for office equipment to achieve \$135,000 in savings.

Purchasing Manager, 1988–1996

- Managed purchasing of computer hardware with annual spend of \$10 million.
- Consolidated supply base from 100 to three, reducing costs for PCs by 20 percent.
- Negotiated equipment leases where appropriate, saving over \$100,000 in costs of ownership.
- Assisted with comprehensive departmental reorganization, reducing staff by 30 percent.

EDUCATION & PROFESSIONAL ACTIVITIES

FAIRLEIGH DICKINSON UNIVERSITY – Master of Business Administration**RUTGERS UNIVERSITY – Bachelor of Arts**

DUN & BRADSTREET – Process Redesign: *Back Office Requirements for PC Sales*, Ensuring Customer Driven Process: *Simplifying Educational Assistance*, Content Expert: *ideas in Motion*, Breakthrough Goal Achievement: *Equipment Rental Expense*, Breakthrough Goal Achievement: *Capital Equipment*

INSTITUTE FOR SUPPLY MANAGEMENT (formerly NAPM) – Member, and a contributor to the association's monthly *Report on Business*, the industry market trends and commodities report.